

INFORMATION LETTER

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NATIONAL CANNERS ASSOCIATION

For Members
Only

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How to Avoid that Change at North Philadelphia

Some misunderstanding of the plans to obtain through Pullman service to the Atlantic City Conventions has been reported and it has been requested by S. G. Gorsline of the Canning Machinery & Supplies Association that the INFORMATION LETTER publish another explanation of the procedure.

The C.M.&S.A. has mailed self-addressed postcard forms to its members, to canners, brokers and buyers. These cards should be filled out and returned because on the number of requests for through-Pullman space without change at North Philadelphia will depend arrangements by the railroads to provide for no change. Mr. Gorsline explained that if enough Convention delegates indicate their desire to avoid changing at North Philadelphia, through cars will be scheduled out of the various gateways of the Pennsylvania Railroad headed toward Philadelphia. These will be on nearly every train from Sunday morning, January 22, through Saturday, January 28. The trains from

(Please turn to page 339)

Government Urging Welfare State Admits Failure—Campbell

A government that advocates special paternal aid to improve the welfare of its citizens is making an automatic admission that it has not done its job well, asserted N.C.A. Secretary Carlos Campbell in an address before the annual convention of the Illinois Canners Association in Chicago November 14.

Mr. Campbell pointed out that ever since society was organized centuries ago the ever-present objective has been to develop economic and political institutions that will provide for the welfare of the group. The free enterprise system does this, he asserted, unless a concentration of economic power in the hands of a few results in exploitation.

"It is obviously a function of government to prevent exploitation through control of monopolistic powers. Advocacy of a welfare state

(Please turn to page 340)

Franklin J. Lunding of Jewel Tea Co. To Speak at Opening General Session

Franklin J. Lunding, president of the Jewel Tea Company, Inc., of Chicago, will be a principal speaker at the Opening General Session of the National Canners Association Convention in Atlantic City, Saturday morning, January 28, 1950. Negotiations are underway to obtain two other speakers for the first program session of the Convention, and one other for the Second General Session on Sunday afternoon, January 29, besides Clarence B. Randall of Inland Steel Co., whose consent to appear was announced in last week's INFORMATION LETTER.

The Saturday program, at which Mr. Lunding will speak, will stress merchandising and distribution (*Please turn to page 339*)

1950 Convention Production Sessions

N.C.A.'s production and technical phases of the 1950 Convention are scheduled for Saturday, Sunday, and Monday, January 28, 29, and 30, during the "Food Congress on Production." This phase of Convention activity is co-sponsored by the National Canners Association with the Canning Machinery & Supplies Association, whereas the first period, January 24 to 27, designated as the "National Food Sales Conference" and featuring sales and merchandising programs and activities, is sponsored jointly by N.C.A. with the National Food Brokers Association.

Series of Production Meetings

The annual exhibit of canning machinery and supplies will be one feature of the production period under auspices of C.M.&S.A. and plans have just been completed and schedules

(Please turn to page 338)

Baby Food Committee Meets

Discussions of micro-analytical methods and pesticide residue activities highlighted the fall meeting of the N.C.A. Eastern Technical Committee on Baby Foods held November 14 at Association headquarters.

The committee, which is advisory to the Scientific Research Committee, brings together the technical heads of the baby food industry under the chairmanship of John T. Knowles, Libby, McNeill & Libby.

Corn Borer Conference Drafts Report on Control Measures

Over 200 canners and their technical field and quality control staffs attended the special Corn Borer Conference called by the N.C.A. November 10 and 11 in Chicago. There was full discussion of experiences and difficulties encountered in control of this insect.

Pooling the results of their studies and observations, in addition to canners, were research and extension entomologists from the state agricultural colleges and federal bureaus in most of the states where European corn borer is a problem, and a number of agricultural engineers who have worked with spraying and dusting equipment.

Three committees were formed at the Conference to summarize the discussions and prepare a report—one

(Please turn to page 339)

THE 1950 CONVENTION

(Details Announced to Date; Subject to Revision)

Program details for the 1950 Conventions are still being arranged by the three sponsoring associations. As they are finalized, they will be announced and added to this schedule of principal events.

National Food Sales Conference

January 24-27

(Jointly sponsored by N.C.A. and N.F.B.A.)

- Jan. 22—Registration of National Food Brokers Association
- Jan. 23—Business meetings of N.F.B.A.
- Jan. 24-27—Sales meetings—brokers, buyers, and sellers
- Jan. 24—Annual N.F.B.A. Banquet
- Jan. 25—Meeting on canned pineapple standards
- Jan. 26—Meetings of N.C.A. Administrative Council and Committees
- Jan. 26—State Secretaries' Dinner
- Jan. 27—Meetings of N.C.A. Board of Directors
- Jan. 27—Young Guard Banquet
- Jan. 27—Opening of Canning Machinery and Supplies Exhibit

Food Congress on Production

January 28-31

(Jointly sponsored by N.C.A. and C.M.&S.A.)

- Jan. 28-30—Canning Machinery and Supplies Exhibit
- Jan. 28—General Session of N.C.A.
- Jan. 28—N.C.A. Canning Problems Conference
- Jan. 28—N.C.A. Raw Products Conference
- Jan. 28—N.C.A. Fisheries Conference
- Jan. 28—N.C.A. Raw Products Committee Dinner
- Jan. 28—N.C.A. Raw Products Smoker
- Jan. 28—C.M.&S.A. Dinner Dance
- Jan. 29—Meeting of N.C.A. Research Advisory Committee
- Jan. 29—N.C.A. Raw Products Conference
- Jan. 29—General Session of N.C.A.; installation of officers
- Jan. 29—Old Guard Dinner
- Jan. 29—Entertainment by Sigmund Romberg, sponsored by C.M.&S.A.
- Jan. 30—Special Corn Meeting, joint sponsorship of N.C.A., Corn Canners Service Bureau, and the National Committee of Independent Corn Canners

Convention Production Sessions

(Concluded from page 337)

arrived at for a series of N.C.A. technical meetings dealing with production problems.

These will begin on Saturday, January 28. On that afternoon the Association Laboratories will sponsor a Canning Problems Conference that will feature industrial safety and other technological subjects, to be announced later. At the same time the N.C.A. Raw Products Bureau will hold a technical discussion on raw products problems, this agenda to be made public as soon as completely worked out.

At the close of each of these two programs, the audiences of the two

conferences will join to hear a discussion by H. Thomas Austern, Association Counsel, of the legal aspects and significance of the then-current tolerance hearings covering insecticides on or in fresh fruits and vegetables and the necessity for coordinated presentation of technological data as evidence by technical members of the industry at these hearings.

On the same afternoon, the Fishery Products Division of N.C.A. will present a full program, which will include new information on protein in canned foods and other important topics.

The N.C.A. Raw Products Committee will hold a dinner meeting Saturday evening and the annual Raw Products smoker will be held that night, at which informal discussions of raw products problems will be held.

Sunday Production Meetings

On Sunday morning the Raw Products Bureau will conduct a series of panel discussions on the breeding, genetics and development of new varieties of vegetables for processing.

At the same time, in another conference room, the N.C.A. Research Advisory Committee will hold its meeting.

That afternoon the Second General Session of the Association will be held with prominent speakers who will deal with production topics. One of these, announced last week, is Clarence B. Randall, president of Inland Steel Company. The annual installation of N.C.A. officers, formerly held at a separate Convention session, will close the Sunday afternoon general session.

Monday Production Meetings

A special meeting of interest to corn canners will be held Monday morning, January 30, co-sponsored by the National Canners Association, the Corn Canners Service Bureau and the National Committee of Independent Corn Canners with Edward H. Dunlap as presiding officer. This session will cover the current statistical situation in canned corn, marketing and merchandising, breeding and varieties, the present status of corn borer control measures, and will present authoritative speakers on each point of this agenda.

Also on Monday morning several of the smaller technical groups of the industry will hold their meetings.

A schedule of Convention events is published in the box on this page and includes not only the production meetings mentioned above and others, but the events of the "National Food Sales Conference" period that have been finalized as of this date. Details of exact time and location of all Convention meetings will be filled in as fast as they are completed.

Invitations for Bids

Quartermaster Purchasing Office—111 East 16th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oakland Army Base, Oakland 14, Calif.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is \$10,000 or over.

The QMC has invited sealed bids to furnish the following:

CANNED CORN (Extra Standard)—5,752 dozen No. 10 or 30,486 dozen No. 2 and 1,799 dozen No. 2 cans, golden whole grain, f.o.b. origin. Bids due at Chicago under Bid No. QM-11-183-50-323 by Dec. 6.

CANNED CORN (Extra Standard)—95,265 dozen No. 10 or 328,208 dozen No. 2 and 19,466 dozen No. 2 cans, whole grain, white or golden, f.o.b. destination. Bids due at Chicago under Bid No. QM-11-183-50-324 by Dec. 6.

PERSONNEL

H. N. Riley Promoted

H. N. Riley, who has long been active in N.C.A. affairs, was promoted this month to be executive vice president of the H. J. Heinz Company, Pittsburgh. Mr. Riley was vice president of manufacturing, research and quality control.

Mr. Riley serves the N.C.A. this year on the Administrative Council and Buildings, Finance, Public Relations, and Scientific Research Committees. His service to the Association in the past has included several years as chairman of the Scientific Research Committee.

Herb Apple Advances

Herb E. Apple, Jr., for the past several years manager of the Birds Eye-Snyder eastern production division in Rochester, N. Y., will move to New York City on December 1 to become assistant general manager of production for Birds Eye-Snyder's eastern and western production divisions.

Mr. Apple has been a member of the N.C.A. Board of Directors since 1947.

Franklin J. Lunding

(Concluded from page 337)

problems. He is recognized as one of the foremost authorities in that field.

Born in Hope, North Dakota, Mr. Lunding was educated first at University of North Dakota and finished work for his LL.B. degree at George Washington University, Washington, D. C. The University of North Dakota awarded him an honorary LL.D. several months ago.

During Mr. Lunding's stay in Washington from 1926 to 1931, he was connected first with the Library of Congress, then with the U. S. Chamber of Commerce, and finally with the Federal Trade Commission.

He left FTC in 1931 to become general counsel and assistant secretary of Jewel Tea, where his rise was rapid. In 1933 he was made assistant to the president; in 1941, executive vice president; and in 1942 acceded to his present position of president of that firm.

Another of his important business connections is his position as Class "C" director and deputy chairman of the Federal Reserve Bank of Chicago. He is a director and member of the

executive committee of the National Association of Food Chains.

In public and civic work, Mr. Lunding also has taken considerable leadership. He is chairman of the budget committee and a member of the board of directors of the Chicago Community Fund; president of the board of education, elementary school district No. 107, of Highland Park, Ill.; and president and member of the board of directors of the Economic Club of Chicago.

Through Pullman Service

(Concluded from page 337)

The West will switch such cars at Harrisburg, putting them on a train that will take them to 30th Street Station, Philadelphia, where they will be hooked onto trains for Atlantic City.

This does not relate to "special trains" for Atlantic City, but will provide for "special, non-changing coaches" attached to regular trains.

The cards therefore should be sent as promptly as possible, or direct letters may be addressed to S. G. Goraline, Secretary, Canning Machinery & Supplies Association, Lock Box 430, Battle Creek, Mich. The information should include the name of the railroad on which the delegate will travel to the Convention, the date and time of his arrival in Atlantic City, and the classification (i.e., whether canner, broker, buyer, etc.). Additional cards for this purpose may be obtained by request to Mr. Goraline.

Corn Borer Conference

(Concluded from page 337)

section by canners, another by entomologists, and a third by the agricultural engineers. The canners' committee was composed of two groups, one preparing recommendations on field control and the other on factory methods. The recommendations of all of these groups then were approved by the entire Conference.

In preparing the sections of the report, the committees revised and brought up-to-date the Corn Borer report which was issued after the N.C.A. Corn Borer Conference in February. Entomologists working on corn borer control will meet again in January, 1950, to prepare final recommendations for use next year, and these recommendations will be issued as a supplement to the present report, copies of which will be sent to members on request.

PROMOTION

CMI Canned Corn Campaign

An all-out consumer publicity program in behalf of canned corn is being conducted by the Can Manufacturers Institute as one of its monthly promotions of products packed in cans.

Photographs and articles on various uses of canned corn have been sent to all major newspapers, and special photographs and stories are being placed in Sunday supplements and newspaper syndicates. Special material also has been sent to women broadcasters, and Mrs. Harriet Sabine, of the CMI consulting staff, scheduled personal radio appearances on stations in 17 cities during November.

CMI has correlated this campaign closely with efforts of the National Committee of Independent Corn Canners.

STATISTICS

Red Cherry Stocks

A report on canners' stocks and shipments of canned red pitted cherries has been compiled by the Association's Division of Statistics.

	Red Pitted Cherry Stocks and Shipments	
	1948-49 (actual cases)	1949-50 (*)
Carryover, July 1	(*)	(*)
Pack	3,552,210	3,445,823
Total supply	3,552,210	3,445,823
Stocks, Nov. 1	1,070,320	1,296,393
Shipments during Oct.	357,949	259,767
Shipments, July 1 to Nov. 1	2,481,890	2,148,930

(*) Due to depletion of stocks in May there was no carryover.

STANDARDS

Shrimp and Oyster Labeling

Regulations for the labeling of canned shrimp and canned oysters in connection with the sea food inspection service under the Federal Food, Drug and Cosmetic Act have been amended by the Federal Security Administrator. The amendments were published in the *Federal Register* of November 16.

The effect of these amendments is to make optional the use of the mark "Production Supervised by U. S. Food and Drug Administration" on shrimp and oysters packed in establishments under FDA inspection.

FARM PRODUCTS

Prune Juice Manufacturers Eligible for USDA Subsidy

Prune juice manufacturers will be eligible to receive subsidy payments from the U. S. Treasury through a "diversion program" under which the Production and Marketing Administration, USDA, will allocate California dried prunes for processing into juice.

Payments will be made to prune juice manufacturers in California and to any person, other than a producer, who manufactures prune juice out of California dried prunes in another state or contracts for its manufacture in another state. Rates of payment will range from 1 to 3 cents per pound natural condition weight and from 1.5 to 3.5 cents per pound processed weight.

The program will cover shipments of dried prunes from October 3 through June 30, 1950. Details of the program were published in the *Federal Register* of November 17.

Export Subsidy on Oranges

Details of the Department of Agriculture subsidy program to encourage exports of oranges were announced by USDA on November 14. Payments will be made to exporters of fresh oranges, canned concentrated orange juice of 60° or more Brix, and canned single-strength orange juice.

The rate of payment, generally, will be 50 percent of the export sales price, computed before the deduction of such payment, basis free alongside ship United States port (see INFORMATION LETTER of November 5, page 331).

Canned processed orange juice must meet the requirements for U. S. Grade A as defined in the latest respective "United States Standards." Cans must be sound and clean, free from rust and serious dents.

Details were published in the *Federal Register* of November 17.

Campbell at Illinois

(Concluded from page 337)

therefore is an admission of failure to do this," he argued.

Partial text of Mr. Campbell's remarks follows:

"The 'welfare state' is receiving a lot of attention these days. Many have attempted to define it but the definitions usually reflect the individual's opinion rather than a generally accepted view. All of the champions of

the welfare state, however, seem to have one idea in common—that it is the function of the federal government to take over the job of legislating the well-being of its citizens.

"Ever since society was organized, many centuries ago, the ever-present objective has been to develop economic and political institutions that will provide for the general welfare of the members. The economic institution of free enterprise functions in a manner that will provide for the economic welfare, except in cases where the concentration of economic power in the hands of a few is used to exploit other members of that economic society. Obviously it is a function of government to prevent exploitation through the control of monopolistic powers. Where such monopolistic powers do not exist, the individual is free to improve his welfare to the extent that he is willing to work, save and spend his earnings intelligently.

"Thus, for a government to advocate special paternal aid to improve the welfare of its citizens is in effect an admission that it has not done its job. It has failed to prevent exploitation or has hampered the normal functioning of the free enterprise system.

"The canning industry is a typically American industry in which the institution of free enterprise is operating not perfectly but as well as can be expected with the handicaps it faces. Cannerymen have as one of their chief objectives the making of profits but the economic rules of the system under which they operate are such that in the process of making these profits there has been a constant improvement in the welfare of all who have been associated with the industry, particularly the labor that works in the canning plants, the farmers who grow their own materials for canning, and finally that vast army of consumers

who eat the food produced by canners.

"Wages to labor in canning plants throughout the United States average today about 2½ times that of prewar, as reported by the Bureau of Labor Statistics. The U. S. Department of Agriculture reports increased payments to farmers for growing canning crops at 2½ times the prewar earnings of these farmers.

"Prices of canned fruits and vegetables at retail stores have advanced it is true, but the increase over the prewar level has been less than that of any other group of foods reported by the Bureau of Labor Statistics. In fact, the prices of canned foods at retail, expressed in terms of a standardized dollar, are lower today than at any time during the last 25 years.

"It is apparent, therefore, that where competition is allowed to develop freely and where government interference in the functions of an industry is reduced to a minimum as in the case of the canning industry, the welfare of labor, of the farmer and of the consumers of the product has been vastly increased all because the individual constantly fighting for an improved profit position effects savings in production that through keen competition are passed on to the consumer of the product. Such is a typical example of how the free enterprise system, when allowed to function in an industry without tampering, serves to improve the general welfare of all of those whom it contacts."

Copies of a press release highlighting these portions of Mr. Campbell's address were supplied to the Illinois Cannerymen Association for distribution to the working press covering the convention and were sent by the N.C.A. to Chicago daily newspapers, to the national newspaper wire services, and to canning trade papers.

TABLE OF CONTENTS

	PAGE		PAGE
Canners Convention		Procurement	
Franklin J. Lundberg of Jewel Tea Co. to speak at opening general session	337	Invitations for bids	338
1950 Convention production sessions	337	Personnel	
How to avoid that change at North Philadelphia	337	H. N. Riley promoted	339
The 1950 Convention	338	Herb Apple advances	339
Raw Products		Promotion	
Corn borer conference drafts report on control methods	337	CMI canned corn campaign	339
Meetings		Statistics	
Government urging welfare state admits failure—Campbell	337	Red cherry stocks	339
Association Activities		Standards	
Baby food committee meets	337	Shrimp and oyster labeling	339
		Farm Products	
		Prune juice manufacturers eligible for USDA subsidy	340
		Export subsidy on oranges	340